



SolCyber “Howdy Partner” Program

What we're hearing

As an MSP, you have the trust of your customers. They rely on you to take care of all the necessary infrastructure so they can focus on their core business. However, managing cyber risk has become a necessity even for small businesses.

92% of organizations would all too easily drop their MSP for one which offers the “right solution” is a threat worth heeding.

Source: ConnectWise

This is where we help bridge the gap to enable you to better compete with more comprehensive MSPs and increase your average revenue per user (ARPU), without taking on risk or resource investment.

There are many considerations:

- What if a customer is breached while using your MSS capability?
- Can you afford to hire and maintain your own 24/7 SOC?
- Can you detect and repel nation-state level attacks?
- How quickly can you educate your sales team to sell security proficiently?
- Can your customers get cyber insurance cheaply and easily?

With SolCyber, we've already solved for all the security uplift you need, so you can focus on growing your accounts and have peace of mind that your customers are truly protected.

What's in it for you?

Protected Customers

Our Foundational Coverage provides everything your customer needs to be cyber resilient including the licensing, deployment, and 24x7 detection and response in a simple per-user subscription service.

This includes:

- Ransomware Assessment and Training
- Advanced Email Protection
- Endpoint Detection and Response
- Active Directory Abuse Prevention and Lateral Movement Detection
- User Behavioral Analytics

Your customers receive security that matters without the complexity, resources, and budget that typical cyber resilience takes to build.

Grab Immediate Market Opportunities

Aside from providing your customers with a great outcome, our SolCyber “Howdy Partner” Program is designed to work with your business. We've made it so simple, that you can take it to market tomorrow.

Some of the benefits include:

- **Fortune 500 Security:** From hacktivists to nation-state actors, we deliver a comprehensive capability that protects customers. It's even backed by leading global insurers. Don't risk limiting your existing business.
- **Immediate Upsell Opportunities:** Your sales team can start selling immediately with as little as an hour of training.
- **Better Margins:** Our pricing is ultra-competitive including retroactive volume-based discounts.

What we don't do ... eat your lunch

We're not here to step on your toes and provide things you're already amazing at. For example, we don't do firewall management, AV, mobile device management, or patching - so all that remains in your domain, and we work alongside what you've already put in place. We're laser-focused on providing cyber resiliency and that's it.

How do you sign-up?

Saddle up and join our partner program and grow your security services revenue today.

It's designed with super simple requirements with benefits aligned to your business.

- Resell or refer, it's your choice
- Single minimum 12-month contracts per customer
- Volume-based discounts with retroactive pricing for our Foundational Coverage service
- Fixed discount on our Extended Services

Complete our Howdy Partner form at www.solcyber.com/howdy-partner and we'll be in touch to get you up and running ASAP!

"Finally, a partner program that makes sense for our business. With minimal effort, we're able to offer our customers the opportunity to strengthen their cyber resilience and reduce overall risk to their business."

Billy Gouveia, CEO, Surefire Cyber.

